



BlockApps

Sales Representative, Agriculture sector

Company Overview

BlockApps is an enterprise blockchain company that develops industry applications on our own blockchain platform, STRATO, to enable traceability across enterprise value chains. Our customers include Fortune 500 companies such as Bayer Crop Science (the world's largest seed company), Blockchain for Energy (a consortium of the world's largest energy companies including Repsol, Chevron, ExxonMobil, Schlumberger and more), and the U.S. government. BlockApps has launched several industry initiatives, including TraceHarvest (agribusiness traceability), TraceCarbon (sustainability tracking), and the Enterprise Ethereum Alliance (world's largest open standards blockchain organization). For more information, visit and contact us at www.blockapps.net, or find us on social media via [LinkedIn](#), [YouTube](#) and [Twitter](#).

Job Description

BlockApps is looking for a full-time **Sales Representative** to focus on the **agricultural sector**. This is not a job for shy, quiet types, but one for those who are bursting with self-confidence, love networking, and enjoy presenting and public speaking.

Roles & Responsibilities

- Increasing BlockApps' client base through introductions to contacts known to you in the agricultural industry
- Identifying corresponding use cases to target and present to the identified clients that will benefit using the TraceHarvest Network, STRATO Platform and other BlockApps' solutions
- Developing growth strategies and plans for client acquisition
- Utilizing your arsenal of in-depth knowledge of the target industries and value propositions to increase BlockApps' client base
- Researching business opportunities and viable income streams
- Working towards sales targets and assigned quotas
- Working closely with product, marketing, and engineering teams
- Attending ag meetups, conferences, and exhibitions to introduce and sell BlockApps' solutions
- Identifying potential opportunities for new business within other parts of the prospects and client's company
- Adjusting sales presentation based on success/fail averages of the proposed solutions
- Working on and building sales proposals and presentation



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Required Skills

- Good business sense and an in-depth knowledge of industry needs and trends in the agricultural sector
- Good verbal and written communication skills
- Networking acumen and a proven ability to build rapport with prospects
- Stakeholder negotiation and management skills
- Experience and ability to create consortiums with multiple enterprises within a given sector
- A minimum of 2 years of experience in software sales, understanding of the SaaS business model
- PowerPoint, Excel, Google Docs, and Salesforce experience
- Blockchain and DLT knowledge and use case development is a plus

Location

Remote — Ideally in the central midwest – Chicago, St. Louis, Indianapolis or similar

Please send a copy of your resume to careers@blockapps.net along with the position(s) you are interested in.



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